

# The JOHN MAXWELL **Team**

---

## THE MAXWELL PHILOSOPHY

*“Only the right action at the right time will bring success.”*

**LAW #19 – The Law of \_\_\_\_\_.**

### **Learning the Law of Timing:**

When to lead is as important as \_\_\_\_\_ and \_\_\_\_\_.

Timing is often the \_\_\_\_\_ success and failure in an endeavor.

### **Living the Law of Timing:**

Every time a leader makes a move there are only four outcomes:

1. The \_\_\_\_\_ at the wrong time leads to disaster.
2. The right action at the \_\_\_\_\_ brings resistance.

Proper timing requires:

- Understanding
- Maturity
- Confidence
- Decisiveness
- Experience
- Preparation

3. The \_\_\_\_\_ at the right time is a mistake.
4. The right action at the right time \_\_\_\_\_.

# The JOHN MAXWELL **Team**

5. Winston Churchill described it this way – “*There comes a \_\_\_\_\_  
\_\_\_\_\_ in everyone’s life, \_\_\_\_\_ for which that  
person was born. That \_\_\_\_\_ when he seizes it,  
will fulfill his mission – a mission for which he is uniquely qualified.  
\_\_\_\_\_ he finds greatness. It is his \_\_\_\_\_.*”
6. This is what we call being in the right place \_\_\_\_\_  
\_\_\_\_\_ with the right awareness.
7. This law is easy to see in \_\_\_\_\_. This timing issue is about when to  
pass, jump, stop, go, swing, punch, block, or duck – **Timing Matters!**
8. In \_\_\_\_\_ it’s when to buy, sell, grow, hold, bid, decline,  
invest, spend or save – **Timing Matters!**
9. In \_\_\_\_\_ it’s when to plant. Water, feed, prune. spray,  
graft, clip, or harvest – **Timing Matters!**
10. In \_\_\_\_\_ it’s when to meet, greet, love, discipline, give,  
take applaud, challenge, or praise– **Timing Matters!**
11. In \_\_\_\_\_ it’s when to hire, fire, promote, demote, forge  
ahead, slow down, reign in, empower, hold accountable, give reward,  
buckle down or celebrate – **Timing Matters!**

## **Leading others to the Law of Timing:**

Reading a situation and knowing what to do are not enough to make you succeed in leadership. If you want your organization, department, or team to move forward, you must pay attention to **timing**. Only the right action at the right time will bring success. No Leader can escape the Law of Timing.

# The JOHN MAXWELL Team

---

Some additional thoughts from the book:

1. Review major actions you've initiated in the past and discern how much attention you've given to timing.
2. Spend some time analyzing recent failed initiatives for your organization, department, or team to determine whether they were caused by the wrong action or the wrong timing.
3. As you prepare to engage in future plans, use the list of factors from the chapter to prepare for the timing of your actions.

Teaching statements for the \_\_\_\_\_:

- *My organization is always lagging behind!*
- *It takes my followers a long time to warm up to an idea.*
- *My team complains that they just get used to one idea, program or initiative and I'm on to something else. They say I'm wearing them out!*